

Ahmed Said Hefnawy



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Profile

"Seasoned sales and marketing professional with extensive experience in client relationship management and developing marketing strategies. Proicient in market analysis and identifying new opportunities to drive sales. Strong negotiation skills with a proven track record of closing deals successfully. Capable of conceptualizing and executing innovative marketing campaigns to enhance brand awareness and boost product sales. Dedicated to achieving set goals and delivering tangible results in a dynamic work environment Experience.

Document controller | E-file company masters |ABU DHABI | SEP 2022 – AUG 2024

- I worked For , Abu Dhabi Fund for Development , Abu Dhabi Accountability Authority , Ministry of Finance project , Abu Dhabi Education Council project, Sheikh Zayed Grand Project Successfully managed the digitization of over 50,000 critical documents within a six-month period, resulting in a 30% reduction in physical storage space and improved document retrieval times by 50%.Streamlined the document control process by implementing a new electronic document management system (EDMS), which led to a 40% increase in efficiency and reduced document processing time by an average of two hours per day. Developed and conducted comprehensive training programs for over 100 employees on document control procedures and the new EDMS, leading to a 95% compliance rate with company documentation standards and a 20% reduction in document-related errors

SALES | Vodafone Egypt | Egypt | JAN 2021– JAN 2022

- I worked For Vodafone Egypt: Responsible for marketing and selling telecommunications services and mobile phones to company clients. This role includes guiding customers and providing consultations on suitable plans and offers tailored to their needs. Additionally, it involves achieving specific sales targets and building positive relationships with customers to enhance . Ability to work in a dynamic sales environment and achieve defined financial objectives."

SALES | Orange Egypt | EGYPT | FEB 2020 – DEC 2021

- I worked For Orange Egypt :Responsible for marketing and selling telecommunications services and mobile phones to company clients. This role includes guiding customers and providing consultations on suitable plans and offers tailored to their needs. Additionally, it involves achieving specific sales targets and building positive relationships with customers to enhance . Ability to work in a dynamic sales environment and achieve defined financial objectives."

SALES | Fashion for Clothes | EGYPT | JAN 2019 | JAN 2020

- "Customer Assistance: Provide exceptional customer service by greeting and assisting customers in finding clothing items that suit their style and preferences. Answer any inquiries about product availability, sizes, and prices. Product Knowledge: Develop deep understanding of the store's merchandise, including current fashion trends, fabric types, and brand offerings. Utilize this knowledge to personalized recommendations to customers. Sales Generation: Actively engage with customers to promote sales and upsell products. Utilize persuasive selling techniques to encourage customers to make additional purchases or try new items.. Merchandising: Assist with the organization and display of merchandise on the sales floor to enhance the visual appeal of the store. Ensure that clothing racks and shelves are properly stocked and maintained throughout the day. Cash Handling: Process cash, credit, and debit transactions accurately and efficiently using the store's POS system. Handle returns and exchanges in accordance with store policies"

Education

- **General Diploma in Education | Kafr El-Shikh Universit | JUNE 2022**

Bachelor of Arts in French Language and Literature Department | Kafr El-Shikh University | JUNE 2020

Skills&Abilities

- Leadership Communication
Work under pressure Flexibility
Presentation
- Teamwork Planning
Analysis and Research Organization
Quick Learner Committed to deadlines Creative

languages

- Arabic (Mother Tongue)
- English (B2)